

THE NORTH WEST
FUND 

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GUIDE**



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INVESTING IN
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EUROPEAN REGIONAL DEVELOPMENT FUND



European
Investment
Bank



Northwest
REGIONAL DEVELOPMENT AGENCY



The North West Fund is a £185m evergreen investment fund established to provide debt and equity funding from £50,000 to £2m to small and medium sized enterprises (SMEs*) based in, or relocating to, the North West of England.

The Fund comprises six specific funds, each of which is managed by an experienced Fund Manager. They will deploy the capital in a non-competitive and collaborative manner to provide comprehensive and tailored support to back eligible businesses through critical stages of growth from start-up through to major expansion.

The North West Fund is suitable for most business sectors, the main exceptions being retail businesses, primary production industries such as agriculture and fisheries, defence and some property development. The fund cannot invest in re-financing existing commercial borrowings and failing businesses.

Simple application process:

1. Check eligibility online at www.thenorthwestfund.co.uk and then apply online.
2. When we have received your online enquiry form a Fund Manager will contact you to discuss the project.
3. If your enquiry meets with the Fund requirements they will arrange a meeting to discuss further.

The North West Fund could help if the business meets the following:

- An SME* paying business rates in the North West region or relocating to the region
- A new start-up, a growing business or a business with growth potential
- A business unable to source its full funding requirement from the commercial market

Information required:

- Business plan
- If an existing business last 3 years accounts and up-to-date management accounts
- 3 year forecasts – profit and loss, balance sheet, and cashflow
- Statement of personal assets/liabilities (Business Loan Fund only)
- Where relevant, an application should include details of available matched funding

* A Small or Medium Sized Enterprise (SME) is a business employing less than 250 employees, with an annual turnover of less than €50m or balance sheet net assets of less than €43m. The business cannot be part of a larger group employing more than 250 employees where the group owns at least a 25% share of the business.

The Fund can invest a maximum €1.5m in any one 12 month period into an SME to comply with the General Block Exemption Regulation.

The North West Fund has an objective of investing 40% of its available capital into the Merseyside region.



The six funds that comprise The North West Fund



£50k to £2m

- Funding for start-ups and early-stage businesses under £1m turnover. Emphasis on backing entrepreneurs who can demonstrate a flair for business. Operating across all sectors including technology and knowledge-based businesses (outside those targeted by the specific priority sector funds).
- Specialist support to young entrepreneurs by matching them with successful business leaders in their sector to provide support and mentoring.
- Provides risk capital and can include a combination of equity and loan support.

E: thenorthwestfund@evgroup.uk.com

Richard Young T: 0845 094 8886



£100k to £2m

- Investment capital to support business expansion in circumstances where a business is already generating trading income and cash flow.
- Broad sector range, outside those targeted by the specific priority sector funds, but with an emphasis and focus on the regional economic priority sectors including advanced engineering and materials, food and drink and business and professional services and also businesses with strong export potential.
- Combination of equity, quasi-equity or mezzanine capital and loans (linked to equity).

E: thenorthwestfund@yfmgroup.co.uk

Simon Cleaver T: 0161 832 7603



£50k to £250k

- Demonstrate a strong case for investment; business plans to show growth and ability to service a loan.
- Loans can typically be repaid over 3.5 to 5 years.
- Security, such as business assets or personal guarantees, may be required.

E: thenorthwestfund@fwcapital.co.uk

Gary Guest T: 0161 638 9208

The following 3 funds are focused on priority sectors which often require specialist skills and expertise. These funds will provide both venture capital and development capital.



£50k to £2m

- The sector includes companies involved in cleaner fuel production; electricity or heat generation; transportation of heat and electricity; end use of energy in transport, industry and the built environment; water and waste water treatment and recycling and waste management.
- Provides investment into technology IP businesses, services or consultancy companies and renewable projects. It is anticipated that businesses will typically have some commercial demonstration of the technology used.
- Combination of equity, quasi-equity or mezzanine capital and loans (linked to equity).

E: thenorthwestfund@ctip.co.uk

Adam Workman T: 020 7832 4601



£50k to £1.5m

- Provides a flexible equity package for growth orientated business operating within the sector.
- This sector includes companies involved in pharmaceuticals (research, development and manufacture of drugs and biopharmaceuticals); biotechnology; diagnostics; clinical research organisations; contract manufacturing organisations; analytical services and sciences; and healthcare technologies and medical devices.
- Combination of equity finance and convertible loans.

E: thenorthwestfund@sparkimpact.co.uk

Louise Clancy T: 0151 705 3416



£50k to £1.5m

- Provides a flexible equity package for growth oriented businesses operating within the sector.
- The sector includes companies involved in advertising; architecture; arts & antiques; crafts; design; designer fashion; digital and ICT; music; publishing; radio and television; software; computer games and electronic publishing; video; film and photography; and visual and performing arts.
- Combination of equity, quasi-equity or mezzanine capital and loans (linked to equity).

E: thenorthwestfund@axmvc.co.uk

R David Smith T: 0161 408 1818

Fund Summary Table

£170m of The North West Fund has been allocated to the six Fund Managers and they have a mandate to invest their allocation into the specific product or sector they manage, before 31st December 2015. The £15m remaining will be available for further allocation and investment through to the end of 2015. Such further allocations will be made as investment needs become more apparent.

Name of Fund	Funds Committed	Fund Manager	
Venture Capital	£30m	EV Group Ltd	E: thenorthwestfund@evgroup.uk.com Richard Young T: 0845 094 8886
Development Capital	£45m	YFM Private Equity Ltd	E: thenorthwestfund@yfmgroupp.co.uk Simon Cleaver T: 0161 832 7603
Business Loan	£35m	FW Capital Ltd	E: thenorthwestfund@fwcapital.co.uk Gary Guest T: 0161 638 9208
Energy & Environment	£20m	CT Investment Partners LLP	E: thenorthwestfund@ctip.co.uk Adam Workman T: 020 7832 4601
Biomedical	£25m	Spark Impact Ltd	E: thenorthwestfund@sparkimpact.co.uk Louise Clancy T: 0151 705 3416
Digital & Creative	£15m	AXM Venture Capital Ltd	E: thenorthwestfund@axmvc.co.uk R David Smith T: 0161 408 1818
Total £170m			

In addition to this funding, the six Fund Managers appointed, have been targeted with securing over £200m of co-investment capital from a wide range of sources including; business angels, banks, pension funds, venture capital, private equity investors, and other private funds. It is expected that this initiative, combined with funds available to The North West Fund, will generate total funding in excess of £400m for the region.

The North West Fund has been made possible by the North West Development Agency and is financed by the European Regional Development Fund (ERDF) from the European Union and the European Investment Bank (EIB) under the European Commission's Joint European Resources for Micro to Medium Enterprises Initiative – otherwise known as JEREMIE.

Further information is available at
www.thenorthwestfund.co.uk

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